

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ISO-00 DODE-00 NSAE-00 TRSE-00 ERDA-05

CIAE-00 COME-00 /019 W

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R 221350Z SEP 75

FM AMCONSUL JOHANNESBURG

TO SECSTATE WASHDC 4165

INFO AMEMBASSY PRETORIA

LIMITED OFFICIAL USE JOHANNESBURG 1378

E.O. 61652: N/A

TAGS: ESTC, SF, RH

EXCON

SUBJECT POST SHIPMENT CHECK: CENTRAL DATA SYSTEMS

REF: JOHANNESBURG 1316 AND 1327

1. ON SEPTEMBER 16 THE BACKGROUND TO THIS UNAUTHORIZED EXPORT WAS FURNISHED BY MR. G.S. GEORGE, NOW DEPUTY CHAIRMAN OF CENTRAL DATA SYSTEMS (CDS) WHO WAS MANAGING DIRECTOR OF THE COMPANY AT THE TIME OF THE TRANSACTION.

2. LATE 1973 OR EARLY IN 1974 MORRIS COWLEY, A DIRECTOR OF CNA ELECTRONICS LIMITED (PARENT COMPANY OF CDS) TOLD GEORGE THAT A MR. BOSSHARDT OF INFOREX IN BASLE WAS VISITING SOUTH AFRICA TO APPOINT A LOCAL REPRESENTATIVE FOR INFOREX.

3. GEORGE MET BOSSHARDT, AND THEY SPENT SEVERAL DAYS NEGOTIATING AN AGENCY AGREEMENT. INCLUDED IN THE TERMS WAS A CLAUSE ABOUT MINIMUM SALES QUOTAS, AND BOSSHARDT THEN MENTIONED THAT WHOEVER TOOK ON THE AGENCY WOULD BE CREDITED WITH A SALE OF 3 UNITS WHICH BOSSHARDT HAD JUST MADE IN RHODESIA BUT WHICH WOULD HAVE TO BE PUT THROUGH THE NEW SOUTH AFRICAN AGENT'S BOOKS. BOSSHARDT STATED THAT HE HAD ALREADY RECEIVED PAYMENT FOR THE TRANSACTION.

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4. GEORGE SAYS HE DID NOT REALIZE THE IMPLICATIONS OF THIS AT THE TIME, BECAUSE SOUTH AFRICA, LIKE MOST EUROPEAN COUNTRIES HAD BEEN TRADING FAIRLY NORMALLY WITH RHODESIA SINCE UDI.

5. GEORGE SAYS THAT HE CANNOT RECALL HIS COMPANY SIGNING ANY UNDERTAKING NOT TO RE-EXPORT THESE UNITS TO RHODESIA.

6. GEORGE IS MOST DISTRESSED ABOUT THIS INADVERTENT CONTRAVENTION OF RHODESIAN SANCTIONS BECAUSE INFOREX PRODUCTS NOW CONSTITUTE A MAJOR PART OF HIS COMPANY'S BUSINESS (HE WAS, IN FACT, VISITED AT CDS'S STAND AT SYSTEMS 75 A GIANT TRADE FAIR WHERE INFOREX EQUIPMENT IS BEING PROMOTED ON A LAVISH SCALE). HE UNDERSTANDS THAT INFOREX HAS CLOSED ITS SWISS OFFICE LARGELY BECAUSE OF THIS INFRINGEMENT, AND THAT BOSSHARDT AND SCHMEE, ANOTHER EMPLOYEE OF INFOREX IN SWITZERLAND, WERE DISMISSED FOR THE SAME REASON. HE SHARES HIS PRINCIPAL'S DETERMINATION TO AVOID FUTURE EXPORT CONTROL VIOLATIONS AND HOPES THAT THIS ONE INADVERTENT LAPSE WILL BE CONDONED.

7. THE IMPRESSION GAINED IS THAT THE CDS OFFICERS INTERVIEWED HAVE GIVEN TRUTHFUL EXPLANATIONS, AND THAT THEY WOULD BE MOST UNLIKELY TO VIOLATE EXPORT CONTROL REGULATIONS IN FUTURE.
GUTHRIE

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Message Attributes

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